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628 toward making a settlement and establishing a payment which will restore peace. The people, on hearing the words, are moved and applaud the facile oratory of the person who brings the "word"; they praise him and begin to give ground in their too onerous demands against the clan of the murderer; they put to one side the haughty tone with which they started the proceedings and begin to outline the basis for a settlement, which the arbitrator then transmits to the other side.

However, it may happen that the clan that has suffered the death of its relative, inflamed by the loss and also wishing to prevent the other side from thinking them afraid, boasts of its force and shows its dislike of the settlement. Thus, it declares to the other: "I am a rich Indian. My people are brave and are ready to fight. I want our people to measure their strength against yours. We are not able to forget that one of your men cowardly spilled our blood and took away a life, which was part of ours, too. His spirit cannot rest and still wanders about the places where he was slaughtered. We want to make felt in those of your blood what they have done to ours, so that you do not laugh at our pain nor think us cowards. Dying means nothing to us if for each one of ours we kill more of yours, and our nephews will multiply to avenge our deaths. We're not afraid of you, and we want to fight. We are eager to prove to you that we are capable of making you respect our pain and of avenging our spilled blood. We are not cowards; nobody can yet dominate our men, and they have the courage to make themselves respected. Yours aren't even good as women for ours. We ask for war."

628 577 554 The Guajiro Indian fears above everything else that he be thought a coward, because then the other groups would not respect his rights. His women would be easily violated without obligatory payment; his cowardice and his fear would be thrown up at him at every moment in such a way that his social life would be made impossible. On the other hand, as long as they are more brave and more cruel, they are sure of implanting fear, and with it authority and power. A group that is feared is a powerful group and one that maintains its status.